

DIR-TSO-3420 Appendix C - Pricing Standard

Plan Type/Title	Published Price	DIR Discount	DIR/Customer Price	Service Plan Description
Wireless Voice Plans: All wireless plans below include: Voicemail, Caller ID, Three-Way Calling, Call Forwarding, Call Waiting, Free Nationwide Long Distance and Domestic Roaming				
AT&T Nation 450 Roll Over Rate Plan	\$ 39.99	26%	\$ 29.59	450 Rollover; 5000 night and weekend* minutes; unlimited mobile to mobile; \$0.45/min./overage
AT&T Nation 900 Roll Over Rate Plan	\$ 59.99	26%	\$ 44.39	900 Rollover; unlimited night and weekend* minutes; unlimited mobile to mobile; \$0.45/min./overage
AT&T Nation Unlimited Roll Over Rate Plan	\$ 69.99	0%	\$ 69.99	Unlimited minutes; unlimited night and weekend minutes; unlimited mobile to mobile
AT&T Pooled GOV Nation 100 Rate Plan	\$ 30.00	26%	\$ 22.20	100 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 200 Rate Plan	\$ 34.00	26%	\$ 25.16	200 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 300 Rate Plan	\$ 39.00	26%	\$ 28.86	300 Pooled Minutes; 5000 night and weekend minutes* ; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 400 Rate Plan	\$ 44.00	26%	\$ 32.56	400 Pooled Minutes; 5000 night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 500 Rate Plan	\$ 49.00	26%	\$ 36.26	500 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 600 Rate Plan	\$ 53.00	26%	\$ 39.22	600 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 700 Rate Plan	\$ 57.00	26%	\$ 42.18	700 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage

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AT&T Pooled GOV Nation 800 Rate Plan	\$ 61.00	26%	\$ 45.14	800 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 900 Rate Plan	\$ 65.00	26%	\$ 48.10	900 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 1000 Rate Plan	\$ 70.00	26%	\$ 51.80	1000 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage
AT&T Pooled GOV Nation 6000 Rate Plan	\$ 205.00	26%	\$ 151.70	6000 Pooled Minutes; unlimited night and weekend minutes*; unlimited mobile to mobile; \$0.25/min./overage

AT&T Custom Business Connect 5GB Pooled Data Plan:

Custom Business Connect 5GB Poo Data 4G LTE	\$ 50.00	26%	\$ 37.00	5GB pooled data
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AT&T Business Connect Pooled Data Plans:

Business Connect 50 MB Pooling (stand alone)	\$ 39.99	26%	\$ 29.59	50 MB pooled data
Business Connect 250 MB Pooling (stand alone)	\$ 49.99	26%	\$ 36.99	250 MB pooled data
Business Connect 1000 MB Pooling (stand alone)	\$ 59.99	26%	\$ 44.39	1,000 MB pooled data
Business Connect 5000 MB Pooling (stand alone)	\$ 99.99	26%	\$ 73.99	5,000 MB pooled data

AT&T Telemetry Connect Pooled Data Plans:

Pooled Telemetry Connect 10 MB	\$ 20.99	26%	\$ 15.53	10 MB pooled data
Pooled Telemetry Connect 1 MB	\$ 8.99	26%	\$ 6.65	1 MB pooled data
Pooled Telemetry Connect 2 MB	\$ 11.99	26%	\$ 8.87	2 MB pooled data

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Pooled Telemetry Connect 3 MB	\$ 13.99	26%	\$ 10.35	3 MB pooled data
Pooled Telemetry Connect 4 MB	\$ 15.99	26%	\$ 11.83	4 MB pooled data
Pooled Telemetry Connect 5 MB	\$ 17.99	26%	\$ 13.31	5 MB pooled data

Text Messaging Plans:

Text Messaging Pay-Per-Use (PPU)**	\$ 0.20	0%	\$ 0.20	Pricing is per message **
Picture/Video Messaging Pay-Per Use (PPU)**	\$ 0.30	0%	\$ 0.30	Pricing is per message **
Messaging 200***				200 messages included with voice plan(s)\$24.99 or higher; \$.20/msg overage
Messaging Unlimited***	\$ 20.00	75%	\$ 5.00	Discount only applies with voice plans \$24.99 or higher

Enhanced Push-to-Talk (EPTT) Plans:

EPTT Standalone	\$ 25.66	26%	\$ 18.99
EPTT Feature Bolt-on non-flat rate	\$ 5.00	40%	\$ 3.00

International Plans:

AT&T International Day Pass - \$10 per day/per device	\$ 10.00	0%	\$ 10.00	take existing talk, data, text plan to over 100 countries**** and pay one fee per device for a 24 hr period, pay only for the days used.
AT&T Passport 1GB - per device, one time charge OR monthly recurring charge	\$ 60.00	0%	\$ 60.00	Use Passport in over 200 countries**** to stay in touch with talk, text and data. Lasts 30 days or as long as needed. Talk: \$0.35 per minute; Data Overage: \$50/GB; Unlimited Text; Unlimited Wi-Fi access available at participating hotspots
AT&T Passport 3GB - per device, one time charge OR monthly recurring charge	\$ 120.00	0%	\$ 120.00	in touch with talk, text and data. Lasts 30 days or as long as needed. Talk: \$0.35 per minute; Data Overage: \$50/GB; Unlimited Text; Unlimited Wi-Fi access available at participating hotspots

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Pay Per Use rates \$2.05 MB starting price for international data				Pay Per Use rates apply when a user isn't subscribed to an international plan.
				TALK: Canada & Mexico: \$1.00 per minute; Europe: \$2.00 per minute; Rest of the world: \$3.00 per minute; Cruise ships & airlines: \$2.50 per minute
				TEXT: \$0.50 per text; Picture & video: \$1.30 each. Standard domestic messaging rates apply to text, picture, and video messages received.
				DATA: on land: \$2.05 per MB (\$0.0002/KB); Cruise ships: \$8.19 per MB (\$0.008/KB); Airlines \$10.24 per MB (\$0.01/KB)

Domestic Directory Assistance

411 Directory Assistance	\$ 1.99	0%	\$ 1.99	Price per call (The charge for Directory Assistance-411 cannot be waived or credited)
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*Standard Nights & Weekends (N&W) calling times are based on local market times(LMT):

NIGHTS: 9:00 PM - 5:59 AM Monday through Thursday

WEEKENDS: 9:00 PM Friday through 5:59 AM Monday

** PPU plan auto-attached to all activations

*** Includes Text, Picture, Video, and Instant Messaging

**** Check with your account rep for list of countries.

Wireless Data Plans:

All Data Plans below DO NOT include International Roaming

Data Unlimited for Smartphone Enterprise Windows, Blackberry, iPhone, Android Devices	\$ 45.00	26%	\$ 33.30	
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DataPro 5GB for Windows, Blackberry, iPhone, Android Devices	\$ 50.00	26%	\$ 37.00	5GB data and \$15/GB overage
5GB Data plus Tethering ADD-On for Windows, Blackberry, iPhone, Android Devices	\$ 65.00	26%	\$ 48.10	5GB data with tethering and \$15/GB overage
DataConnect Government Unlimited for laptops, modem cards and tablets	\$ 69.99	45.72%	\$ 37.99	
DataConnect 5GB Pooling for laptops, modem cards and tablets	\$ 149.99	76.005%	\$ 35.99	\$10/GB overage
DataConnect 5GB for mobile hotspots and netbooks	\$ 60.00	40%	\$ 35.99	\$10/GB overage
DataConnect 3GB for Tablets and iPads	\$ 35.00	26%	\$ 25.90	\$10/GB overage
DataConnect 250MB for Tablets and iPads	\$ 14.99	0%	\$ 14.99	\$10/GB overage
Government Unlimited Data Plan for Tablets and iPads	\$ 69.99	45.72%	\$ 37.99	
DataConnect 5GB for iPad	\$ 50.00	26%	\$ 37.00	\$10/GB overage
iPad Domestic 5GB Pooling	\$ 149.99	76.005%	\$ 35.99	\$10/GB overage
AVPN Wireless 25MB Backup Plan	\$ 5.00	0%	\$ 5.00	\$10/GB overage

Custom Access Point Name (APN)

				Non-Recurring Charge (NRC) for Commercial Connectivity Services (CCS) - a private network connection to connect wireless network to customer network
CCS Custom APN Design CCSAPN0/CCSAPNQ	\$ 500.00	40%	\$ 300.00	
CCS Transport Design CCSTRN0/CCSTRNQ	\$ 1,995.00	40%	\$ 1,197.00	Non-Recurring Charge (NRC)
CCS Public Static Design CCSSIP0/CCSSIPQ	\$ 500.00	40%	\$ 300.00	Non-Recurring Charge (NRC)
CCS Design Change CCSCHNG0/CCSCHNGQ	\$ 500.00	40%	\$ 300.00	Non-Recurring Charge (NRC)
CCS Dedicated Design CCCDEDO/CCSDEDQ	\$ 250.00	40%	\$ 150.00	Non-Recurring Charge (NRC)
Incremental Design MSSSCD0/MSSCDQ	\$ 150.00	40%	\$ 90.00	Hourly rate
Public Static IP Address	\$ 3.00	0%	\$ 3.00	Monthly Recurring Charge (MRC)
AccessMyLAN AMLAPN AMLVPN	\$ 9.99	30%	\$ 7.01	Monthly Recurring Charge (MRC)

Bundled Wireless Voice and Data Plans:

All bundled wireless voice plans below include:

Included features: Voicemail, Caller ID, Three-Way

Calling, Call Forwarding, Call Waiting, Free

Nationwide Long Distance and Domestic

Roaming

Unlimited Government Bundle**	\$ 137.99	38.00%	\$ 85.09	Voice/Data/Text/ePTT;
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Plan Type/Title	Published Price	DIR Discount	DIR/Customer Price	Service Plan Description
Basic voice/data/messaging Bundles				
Pooled Government Nation 300 Bundle**	\$ 107.00	53%	\$ 50.00	Voice/Data/Text/ePTT; 300 pooled voice minutes* \$.25/minute overage; 5000 nights and weekend minutes
Pooled Government Nation 600 Bundle**	\$ 121.00	48%	\$ 63.00	Voice/Data/Text/ePTT; 600 pooled voice minutes* \$.25/minute overage
Pooled Government Nation 1000 Bundle**	\$ 138.00	46%	\$ 75.00	Voice/Data/Text/ePTT; 1000 pooled voice minutes* \$.25/minute overage

Enhanced voice/data/messaging Bundles

Pooled Government Nation 500 Bundle	\$119.00	60%	\$47.99	Voice with Unlimited Data, Text, Hotspot & Basic MDM License; 500 pooled voice minutes* \$.25/minute overage; 5000 nights and weekend minutes
Pooled Government Nation 700 Bundle	\$127.00	53%	\$59.99	Voice with Unlimited Data, Text & Hotspot, & Basic MDM License; 700 pooled voice minutes* \$.25/minute overage
Pooled Government Nation 1000 Bundle	\$138.00	49%	\$69.99	Voice with Unlimited Data, Text & Hotspot, & Basic MDM License; 1000 pooled voice minutes* \$.25/minute overage

***Add-A-Line to an Enhanced bundle for \$34.99 each

Unlimited Government Nation Bundle	\$ 154.99	55%	\$69.99	Unlimited Voice Data, Text & Hotspot
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Premium voice/data/messaging Bundles

Pooled Government Nation 500 Bundle	\$123.25	59%	\$49.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 500 pooled voice minutes* \$.25/minute overage; 5000 nights and weekend minutes
Pooled Government Nation 700 Bundle	\$131.25	53%	\$61.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 700 pooled voice minutes* \$.25/minute overage

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Pooled Government Nation 1000 Bundle	\$142.25	49%	\$71.99	Voice with Unlimited Data, Text, Hotspot, ePTT & Basic MDM License; 1000 pooled voice minutes* \$.25/minute overage
***Add-A-Line to a Premium bundle for \$36.99 each				
Unlimited Government Nation Bundle	\$ 159.99	55%	\$71.99	Unlimited Voice Data, Text, Hotspot & ePTT

NIGHTS: 9:00 PM - 5:59 AM Monday through Thursday

WEEKENDS: 9:00 PM Friday through 5:59 AM Monday

** International Roaming Not Included

***Each subscriber on a bundle plan is eligible for one Add-A-Line; the additional (Add-A-Line) will share voice;data;messaging

Equipment

The only equipment available through this contract is equipment used in conjunction with the service plan offerings stated in this Appendix C Pricing Index.

Equipment Offer: This offer is valid for new activations and standard upgrades with a 2yr term and a voice plan of \$24.99 or higher or data plan of \$35.99 or higher

\$100.00 off 2yr MBS pricing for integrated devices, basic/quickmessaging devices and data only devices. (aircard, usb card, mifi/hotspot)

Accessory Offer: 30% Discount off AT&T stocked retail accessory prices

AT&T Mobility Device Trade-in Program

AT&T offers enterprise customers a carrier-agnostic mobile device buyback program designed to maintain security of corporate data, promote environmentally responsible recycling practices, and potentially offset costs of future mobile initiatives.

Value from your recycled devices is credited directly to your AT&T account within 60 days. Customer can use the refund for new services or purchase new wireless phones or tablets. AT&T Mobility Device Trade-in Program is also available in the AT&T Premier Portal. Please contact your AT&T representative for more details.

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Taxes and Fees

Item - Tax/Fee/Surcharge	Amount - \$ or %	Description
Federal Universal Service Fee	18.8%	The Federal USF, created by the federal government, is designed to help ensure first-class, affordable telecommunications service for all consumers across the country, especially residents in high cost rural communities and low-income customers. Additionally, the Federal USF provides for discounted telecommunications services for schools, libraries and rural health-care facilities. All telecommunications providers are required to pay into the Federal USF, and their contributions may be recovered from customers. Each quarter, the government updates the amount that companies are required to pay into the Federal USF. As a result, we may adjust the amount we recover from customers each quarter. Your USF charge won't exceed the rate set by the government and, in many cases, may be lower.
Activation Fee	\$45.00	Fee Waived
Upgrade Fee	\$45.00	Fee Waived for Standard Upgrades
Cancellation Fee	\$325.00	Fee Waived
Standard Shipping Charge	\$9.95	Fee Waived

AT&T Enhanced Push to Talk

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
AT&T Dispatch Software	Kodiak	Dispatch, Location Application	\$40.00 / mo	25.00%	\$30 / mo / unit
AT&T Enhanced Push to Talk	Kodiak	AT&T License	\$5.00	40.00%	\$3.00 / mo / unit
AT&T Enhanced Push to Talk	Kodiak	AT&T License	\$30.00	40.00%	\$18.00 / mo / unit

Rave EyeWitness by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price* (Annual)
Tier 0-5,000	Rave Mobile Systems	SMS Crime Text Solution	\$5,400.00	8.00%	\$4968 yr
Tier 5,001-15,000	Rave Mobile Systems	SMS Crime Text Solution	\$7,150.00	10.00%	\$6435 yr
Tier 15,001-30,000	Rave Mobile Systems	SMS Crime Text Solution	\$8,960.00	12.00%	\$7884.80 yr
Tier 30,001-60,000	Rave Mobile Systems	SMS Crime Text Solution	\$11,500.00	15.00%	\$9775 yr
Tier 60,001-100,000	Rave Mobile Systems	SMS Crime Text Solution	\$17,700.00	18.00%	\$14514 yr
Tier 100,001-250,000	Rave Mobile Systems	SMS Crime Text Solution	\$24,000.00	20.00%	\$19200 yr
Technical Services - Additional Shortcode	Rave Mobile Systems	Technical Services	\$1,800.00	40.00%	\$1,080.00
Technical Services - EyeWitness <u>OneTime Setup fee</u> (Required)	Rave Mobile Systems	Technical Services	\$2,340.00	40.00%	\$1,404.00

Rave Guardian by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price* (Annual)
Tier 0-20,000 seats	Rave Mobile Systems	Panic Alert Mobile Solution	\$12,500.00	25.00%	\$9375 yr
Tier 20,000+ seats	Rave Mobile Systems	Panic Alert Mobile Solution	\$7,500.00	25.00%	\$5625 yr
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price* (Annual)
Rave Technical Services	Rave Mobile Systems	Technical Services	\$4,500.00	25.00%	\$3,375.00

Rave Messenger by AT&T

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price* (Annual)
SMS Mass Alerting Solution - BASIC	Rave Mobile Systems	SMS Mass Alerting Solution - BASIC	\$5,000.00	25.00%	\$3750 yr
SMS Mass Alerting Solution - Premium	Rave Mobile Systems	SMS Mass Alerting Solution - Premium	\$10,000.00	25.00%	\$7500 yr
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Annual)	DIR Customer Discount % off MSRP	DIR Customer Price* (Annual)
Technical Services Hourly Fee	Rave Mobile Systems	Technical Services Hourly Fee	\$270.00/HR	25.00%	\$202.50/HR
Rave Messenger BASIC - Setup	Rave Mobile Systems	Rave Messenger BASIC - Setup	\$2,250.00	25.00%	\$1,687.50
Rave Messenger Premium - Setup	Rave Mobile Systems	Rave Messenger Premium - Setup	\$4,500.00	25.00%	\$3,375

SmartLoader Automated Bulk Load Setup	Rave Mobile Systems	SmartLoader Automated Bulk Load Setup	\$4,500.00	25.00%	\$3,375
LDAP or IMAP Authentican Integration	Rave Mobile Systems	LDAP or IMAP Authentican Integration	\$4,500.00	25.00%	\$3,375
CAS or Shinnoleth Authentication Integration	Rave Mobile Systems	CAS or Shinnoleth Authentication Integration	\$4,500.00	25.00%	\$3,375
Integration to Blackboard Learning System	Rave Mobile Systems	Integration to Blackboard Learning System	\$4,500.00	25.00%	\$3,375

AT&T Fleet Manager					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
AT&T Fleet Manager - 1 seat	WebTech Wireless	Asset Tracking	\$275.00/ unit	3.60%	\$239.36/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Trailer Tracking	\$245.00/ unit	4.00%	\$235.20/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Track and Chace	\$275.00/ unit	3.60%	\$239.36/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Fleet Management	\$275.00/ unit	3.60%	\$239.36/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Hours of Service	\$370.00/ unit	5.00%	\$351.50/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Hours of Service MDT 3500	\$840.00/ unit	4.70%	\$836.05/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Hours of Service MDT 3500	\$1475.00/ unit	5.00%	\$1401.25/ unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Public Works	\$505.00/ unit	4.90%	\$480.25/ unit
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
AT&T Fleet Manager - 1 seat	WebTech Wireless	Asset Tracking	\$9.45/ mo	4.70%	\$9.00 / mo / unit

AT&T Fleet Manager - 1 seat	WebTech Wireless	Trailer Tracking	\$12.60/ mo	4.70%	\$12.01 / mo / unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Track and Chance	\$18.90/ mo	4.70%	\$18.01 / mo / unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Fleet Management	\$23.10/ mo	4.70%	\$22.01 / mo / unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Hours of Service	\$27.30/ mo	4.70%	\$26.02 / mo / unit
AT&T Fleet Manager - 1 seat	WebTech Wireless	Public Works	\$32.55/ mo	4.70%	\$31.02 / mo / unit
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
ASSET TRACKING	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
TRAILER TRACKING	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
TRACK AND CHASE	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
FLEET MANAGEMENT	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
HOURS OF Service	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
PUBLIIC WORKS	WebTech Wireless	Setup Fee	\$14.50/ unit	3.00%	\$14.06 / mo / unit
AT&T Fleet Center (Dispatch)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
AT&T FLEET CENTER DISPATCH		VT-2620 GPS Telematics Unit	\$175.00	2.80%	\$170.10
AT&T FLEET CENTER DISPATCH		VT-3030 GPS Telematics Unit	\$175.00	2.80%	\$170.10

AT&T FLEET CENTER DISPATCH		Garmin Navigation Device	\$265.00	6.00%	\$249.10
AT&T FLEET CENTER DISPATCH		Temperature Sensor	\$110.00	9.00%	\$100.10
AT&T FLEET CENTER DISPATCH		PTO Hardware	\$70.00	14.00%	\$60.20
AT&T FLEET CENTER DISPATCH		Key FOB Reader	\$110.00	9.00%	\$100.10
AT&T FLEET CENTER DISPATCH		Key FOB	\$10.00	25.00%	\$7.50
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
Tier 1-19	Fleetcor	Fleet Center Dispatch	\$40.00/ mo	2.50%	\$39.00 / mo / unit
Tier 20-49	Fleetcor	Fleet Center Dispatch	\$38.00/ mo	2.60%	\$37.00 / mo / unit
Tier 50+	Fleetcor	Fleet Center Dispatch	\$34.00/ mo	2.00%	\$33.32 / mo / unit
Turnkey	Optional Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
TECHNICAL INSTALL	INSTALLATION		\$125.00/ unit	4.00%	\$120.00 / unit
AT&T Fleet Center (Dispatch)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1	AT&T FLEET CENTER	VT-2620 GPS Telematics Unit	\$175.00	2.80%	\$170.10
1	AT&T FLEET CENTER	VT-3030 GPS Telematics Unit	\$175.00	2.80%	\$170.10
1	AT&T FLEET CENTER	Temperature Sensor	\$110.00	9.00%	\$100.10

1	AT&T FLEET CENTER	PTO Hardware	\$70.00	14.00%	\$60.20
1	AT&T FLEET CENTER	Key FOB Reader	\$110.00	9.00%	\$100.10
1	AT&T FLEET CENTER	Key FOB	\$10.00	25.00%	\$7.50
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1-50	Fleetcor	AT&T Fleet Center	\$23.00/ mo	4.00%	\$22.00 / mo / unit
50+	Fleetcor	AT&T Fleet Center	\$22.00/ mo	4.50%	\$21.00 / mo / unit
1-19	Fleetcor	AT&T Fleet Center	\$34.00/ mo	3.00%	\$33.00 / mo / unit
20-49	Fleetcor	AT&T Fleet Center	\$33.00/ mo	3.00%	\$32.00 / mo / unit
50+	Fleetcor	AT&T Fleet Center	\$32.00/mo	3.00%	\$31.00 / mo / unit
Technical / Installation	Fleetcor	AT&T Fleet Center	\$110 / unit	4.50%	\$105.00 / mo / unit
AT&T Control Center (50MB Data Plan)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
STANDARD SIM	AT&T Control Center	SIM	\$2.00	50.00%	\$1.00
SIM ACTIVATION	AT&T Control Center	ACTIVATION	\$2.00	50.00%	\$1.00
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1	Jasper	Data Management Platform	\$0.00	N/A	\$0.00

SERVICE CATEGORY	Detailed Service Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1-99	50MB USAGE PLAN		\$14.24/ mo	12.00%	\$12.53 / mo / unit
100-2499	50MB USAGE PLAN		\$11.03/ mo	16.00%	\$9.26 / mo / unit
2500+	50MB USAGE PLAN		\$8.02/ mo	22.00%	\$6.25 / mo / unit
AT&T Control Center (10MB Data Plan)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
STANDARD SIM	AT&T Control Center	SIM	\$2.00	50.00%	\$1.00
SIM ACTIVATION	AT&T Control Center	ACTIVATION	\$2.00	50.00%	\$1.00
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1	Jasper	Data Management Platform	\$0.00	N/A	\$0.00
SERVICE CATEGORY	Detailed Service Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1-99	10MB USAGE PLAN		\$7.74/ mo	16.00%	\$6.50 / mo / unit
100-2499	10MB USAGE PLAN		\$6.07/ mo	21.00%	\$4.80 / mo / unit
2500+	10MB USAGE PLAN		\$4.51/ mo	28.00%	\$3.25 / mo / unit

AT&T Control Center (5MB Data Plan)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
STANDARD SIM	AT&T Control Center	SIM	\$2.00	50.00%	\$1.00
SIM ACTIVATION	AT&T Control Center	ACTIVATION	\$2.00	50.00%	\$1.00
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1	Jasper	Data Management Platform	\$0.00	N/A	\$0.00
SERVICE CATEGORY	Detailed Service Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1-99	5MB USAGE PLAN		\$6.50/ mo	16.00%	\$5.46 /mo / unit
100-2499	5MB USAGE PLAN		\$5.09/ mo	20.00%	\$4.07 / mo / unit
2500+	5MB USAGE PLAN		\$3.77/ mo	27.00%	\$2.75 / mo / unit
AT&T Control Center (1MB Data Plan)					
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
STANDARD SIM	AT&T Control Center	SIM	\$2.00	50.00%	\$1.00
SIM ACTIVATION	AT&T Control Center	ACTIVATION	\$2.00	50.00%	\$1.00

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1	Jasper	Data Management Platform	\$0.00	N/A	\$0.00
SERVICE CATEGORY	Detailed Service Description		MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
1-99	1MB USAGE PLAN		\$2.99/ mo	17.00%	\$2.48 / mo / unit
100-2499	1MB USAGE PLAN		\$2.35/ mo	21.00%	\$1.85 / mo / unit
2500+	1MB USAGE PLAN		\$1.75/ mo	29.00%	\$1.24 / mo / unit

AT&T Mobile Forms

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
AT&T Mobile Forms	True Context	Mobile Forms -1 User License	\$11.45	15%	\$9.73
AT&T Mobile Forms	True Context	Mobile Forms -2 User License	\$22.89	15%	\$19.45
AT&T Mobile Forms	True Context	Mobile Forms -4 User License	\$45.77	15%	\$38.90
AT&T Mobile Forms	True Context	Mobile Forms -8 User License	\$91.24	15%	\$77.55
AT&T Mobile Forms	True Context	Mobile Forms -16 User License	\$183.00	15%	\$155.55
AT&T Mobile Forms	True Context	Mobile Forms -32 User License	\$367.16	15%	\$312.08
AT&T Mobile Forms	True Context	Mobile Forms -64 User License	\$732.32	15%	\$622.47
AT&T Mobile Forms	True Context	Mobile Forms -128 User License	\$1,464.70	15%	\$1,245.00

AT&T Mobile Forms	True Context	Mobile Forms -256 User License	\$2,929.20	15%	\$2,489.82
AT&T Mobile Forms	True Context	Mobile Forms -512 User License	\$5,858.56	15%	\$4,979.78
AT&T Mobile Forms	True Context	Mobile Forms Professional	\$22.94	15%	\$19.50
AT&T Mobile Forms	True Context	Mobile Forms Professional -1 User	\$22.94	15%	\$19.50
AT&T Mobile Forms	True Context	Mobile Forms Professional -2 User	\$45.89	15%	\$39.00
AT&T Mobile Forms	True Context	Mobile Forms Professional -4 User	\$91.77	15%	\$78.00
AT&T Mobile Forms	True Context	Mobile Forms Professional -8 User	\$171.57	15%	\$145.83
AT&T Mobile Forms	True Context	Mobile Forms Professional -16 User	\$367.08	15%	\$312.02
AT&T Mobile Forms	True Context	Mobile Forms Professional -32 User	\$849.16	15%	\$721.79
AT&T Mobile Forms	True Context	Mobile Forms Professional -64 User	\$1,468.32	15%	\$1,248.07
AT&T Mobile Forms	True Context	Mobile Forms Professional -128 User	\$2,936.64	15%	\$2,496.14
AT&T Mobile Forms	True Context	Mobile Forms Professional -256 User	\$5,873.28	15%	\$4,992.29
AT&T Mobile Forms	True Context	Mobile Forms Professional -512 User	\$11,746.56	15%	\$9,984.58
AT&T Workforce Manager					
SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Standard	\$12.50	25%	\$9.38

Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Enhanced	\$18.75	25%	\$14.06
Mobile Data Entry + GPS Handheld or Tablet Tracking	Actsoft	AT&T Workforce Manager Premium	\$25.00	25%	\$18.75

AT&T Fleet Complete					
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SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$16.50	10%	\$14.85
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$19.80	10%	\$17.82
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$22.00	10%	\$19.80
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$27.50	10%	\$24.75
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$33.00	10%	\$29.70
GPS Automatic Vehicle Locator	Complete Innovations	AT&T Fleet Complete	\$49.50	10%	\$44.55
HARDWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price*
AT&T MSG 150			\$167.50	10.00%	\$150.75
AT&T Asset Tracker			\$175.00	10.00%	\$157.50

AT&T Business Messaging

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Secure Encrypted Messaging / Cross Carrier Basic Access	AT&T	AT&T Business Messaging	\$3.30	10%	\$2.97
Secure Encrypted Messaging / Cross Carrier Unlimited Access	AT&T	AT&T Business Messaging	\$10.99	10%	\$9.89

**AT&T Messaging
ToolKit**

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Mass Messaging / Voice & Shortcode Solutions Multi 2,000	Trumpia	AT&T Messaging Toolkit	\$104.50	10%	\$94.05
Mass Messaging / Voice & Shortcode Solutions Multi 3,000	Trumpia	AT&T Messaging Toolkit	\$148.50	10%	\$133.65
Mass Messaging / Voice & Shortcode Solutions Multi 4,000	Trumpia	AT&T Messaging Toolkit	\$181.50	10%	\$163.35
Mass Messaging / Voice & Shortcode Solutions Multi 5,000	Trumpia	AT&T Messaging Toolkit	\$214.50	10%	\$193.05
Mass Messaging / Voice & Shortcode Solutions Automation 7,500	Trumpia	AT&T Messaging Toolkit	\$291.50	10%	\$262.35
Mass Messaging / Voice & Shortcode Solutions Automation 10,000	Trumpia	AT&T Messaging Toolkit	\$407.00	10%	\$366.30

Global Smart Messaging Systems (GSMS)
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SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Mass Messaging / Voice & Shortcode Solutions 0-10k messages	Soprano	AT&T Global Smart Messaging	\$1,320.00	10%	\$1,188.00
Mass Messaging / Voice & Shortcode Solutions 10-20k messages; Monthly cost plus \$0.04/msg	Soprano	AT&T Global Smart Messaging	\$0.04/msg plus MSRP	N/A	\$0.04/msg plus MSRP
Mass Messaging / Voice & Shortcode Solutions 20k+ Monthly cost plus \$0.035/msg	Soprano	AT&T Global Smart Messaging	\$0.035/msg plus MSRP	N/A	\$0.035/msg plus MSRP
Mass Messaging / Voice & Shortcode Solutions MMS 1+ Monthly cost plus \$0.13/msg	Soprano	AT&T Global Smart Messaging	\$0.13/msg plus MSRP	N/A	\$0.13/msg plus MSRP
Mass Messaging / Voice & Shortcode Solutions Voice 1+ Monthly cost plus \$0.04/msg	Soprano	AT&T Global Smart Messaging	\$0.04/msg plus MSRP	N/A	\$0.04/msg plus MSRP
Setup One time charge	Soprano	AT&T Global Smart Messaging	\$3,300.00	N/A	\$3,300.00

AT&T Dynamic Traffic Management
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SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Wireless Data Network Quality of Service & Class of Service	AT&T	AT&T Dynamic Traffic Management (Enterprise)	\$12.50	25%	\$9.38
Wireless Data Network Quality of Service & Class of Service	AT&T	AT&T Dynamic Traffic Management (Public Safety)	\$18.75	25%	\$14.06

AT&T Cargo View

SOFTWARE CATEGORY / DESCRIPTION	Manufacturer / Brand	Product Description	MSRP (Monthly)	DIR Customer Discount % off MSRP	DIR Customer Price* (Monthly)
Asset Tracking / Cargo View Bundle	AT&T	Cargo View Bundle	\$37.40	10%	\$33.66
Asset Tracking / Cargo View Monthly w/ separate equipment purchase	AT&T	Cargo View Service	\$42.90	10%	\$38.61
Equipment	AT&T	Cargo View Equipment	\$159	N/A	\$159
Accessory - Battery	AT&T	Cargo View Equipment	\$129	N/A	\$129
Accessory - Mass Charger	AT&T	Cargo View Equipment	\$299	N/A	\$299
Accessory Single Charger	AT&T	Cargo View Equipment	\$129	N/A	\$129

NON-STOCKED EQUIPMENT AND ACCESSORIES

Modems/Routers/Gateways

- Cradlepoint – 10%
- Sierra Wireless – 2%
- GE – 10%
- NetComm – 2%
- CalAmp – 10%
- Accelerated Concepts – 3%
- Advantech/B&B Smartworx – 5%
- Digi – 10%
- MultiTech – 2%
- Cisco – 10%
- Novatel – 2%
- Sixnet – 3%
- WAAV – 2%
- Open Gear Gateway – 5%
- In Motion Gateway – 5%
- Monnit Asset Monitoring Solution - 20%

Asset Trackers

- CalAmp - 10%
- US GlobalSat – 10%
- Other / Miscellaneous – 2%

Tablets / Laptops

- Micronet – 5%
- HP – 2%
- Lenovo – 2%

Signal Boosters (AT&T Only)

- Nextivity – 5%
- Wilson /WeBoost – 5%
- Accelerated Concepts – 3%

Antennas

- Antenna Gear – 5%
- Antenna Plus - 5%

Handhelds

- Zebra – 10%
- Honeywell – 10%
- Intermec – 10%

Public Safety

- Cradlepoint – 8%
- CalAmp – 10%
- In Motion Gateway – 5%
- GE – 10%
- NetComm – 2%
- Novatel – 2%
- XPlore – 10%
- Zebra – 10%
- Panasonic – 10%

Accessories

- Enhanced PTT Accessories
 - Sonim– 10%
 - AdvanceTec – 2%
 - Klein Electronics – 2%
 - Stone Mountain – 2%
 - GPS Lockbox – 5%
 - Plantronics – 10%
- Barcode Scanners
 - Honeywell – 10%
 - Intermec – 10%
- Mobile Printers
 - Zebra – 10%
 - Intermec – 10%

In-Vehicle Car Cradles (mounts, kits)

- RAM - 2%
- Havis – 5%
- Gamber-Johnson – 10%
- Sonim– 10%
- AdvanceTec – 2%
- GPS Lockbox – 5%

Emerging Technologies – 2%

- Dell – 5%
- XPlore – 10%
- Zebra – 10%

- Other / Miscellaneous – 2%

Installation Services – vary by opportunity